Company Tracking Number: KAREN HOWLAND

TOI: MS051 Individual Medicare Supplement - Sub-TOI: MS051.001 Plan A

Standard Plans

Product Name: Medicare Supplement Advertising - UC6526
Project Name/Number: Medicare Supplement Advertising/UC6526

## Filing at a Glance

Company: United of Omaha Life Insurance Company

Product Name: Medicare Supplement SERFF Tr Num: MUTM-125642297 State: ArkansasLH

Advertising - UC6526

TOI: MS05I Individual Medicare Supplement - SERFF Status: Closed State Tr Num: 38953

Standard Plans

Sub-TOI: MS05I.001 Plan A Co Tr Num: KAREN HOWLAND State Status: Under Review

Filing Type: Advertisement Co Status: Reviewer(s): Stephanie Fowler

Author: Karen Howland Disposition Date: 06/12/2008

Date Submitted: 05/09/2008 Disposition Status: Filed

Implementation Date Requested: Implementation Date:

State Filing Description:

#### **General Information**

Project Name: Medicare Supplement Advertising

Project Number: UC6526

Requested Filing Mode:

Explanation for Combination/Other:

Submission Type: New Submission

Group Market Size:

Submission Type: New Submission Group Market Size:

Overall Rate Impact: Group Market Type:

Filing Status Changed: 06/12/2008
State Status Changed: 05/28/2008
Deemer Date:

Filing Description:
NAIC #261-69868
FEIN #47-0322111

Corresponding Filing Tracking Number:

United of Omaha Life Insurance Company

Medicare Supplement Advertising

UC6526

Company Tracking Number: KAREN HOWLAND

TOI: MS051 Individual Medicare Supplement - Sub-TOI: MS051.001 Plan A

Standard Plans

Product Name: Medicare Supplement Advertising - UC6526
Project Name/Number: Medicare Supplement Advertising/UC6526

Enclosed for review by your Department is a copy of the above-captioned advertising. The form is new and is not intended to replace any previously approved form. It will be used with appropriate approved forms in your state.

This is a postcard-prospecting piece that agents/independent producers can use to advertise United of Omaha's monthly premiums. This particular piece has a grid that will allow the agents/independent producers to determine which age, ZIP code/location/state, and plan they want to advertise to the consumers. After the information has been compiled, the advertisement will be printed by our Home Office and sent to the agent/independent producer for their distribution. The advertisement will only show a sample of a potential rate.

We request that any information in brackets be considered variable. A Memorandum of Variable Material describing the variable items is attached.

Your notice of acceptance of this filing will be greatly appreciated.

Sincerely,

Mike Trebold
Product and Advertising Compliance Consultant
Regulatory Affairs

Phone: 402-351-2654 Fax: 402-351-5298

E-mail: advfilings@mutualofomaha.com

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## **Company and Contact**

#### Filing Contact Information

Mike Trebold, Product & Advertising Compliance Consultant

mike.trebold@mutualofomaha.com

Company Tracking Number: KAREN HOWLAND

TOI: MS051 Individual Medicare Supplement - Sub-TOI: MS051.001 Plan A

Standard Plans

Product Name: Medicare Supplement Advertising - UC6526
Project Name/Number: Medicare Supplement Advertising/UC6526

Regulatory Affairs (402) 351-2654 [Phone]
Omaha, NE 68175 (402) 351-5298[FAX]

**Filing Company Information** 

United of Omaha Life Insurance Company CoCode: 69868 State of Domicile: Nebraska

Mutual of Omaha Plaza Group Code: 261 Company Type: Life Insurance

Omaha, NE 68175 Group Name: State ID Number:

(402) 351-6420 ext. [Phone] FEIN Number: 47-0322111

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 SERFF Tracking Number:
 MUTM-125642297
 State:
 Arkansas

 Filing Company:
 United of Omaha Life Insurance Company
 State Tracking Number:
 38953

Company Tracking Number: KAREN HOWLAND

TOI: MS051 Individual Medicare Supplement - Sub-TOI: MS051.001 Plan A

Standard Plans

Product Name: Medicare Supplement Advertising - UC6526

Project Name/Number: Medicare Supplement Advertising/UC6526

## **Filing Fees**

Fee Required? Yes Fee Amount: \$25.00

Retaliatory? No

Fee Explanation:

Per Company: No

COMPANY AMOUNT DATE PROCESSED TRANSACTION #

United of Omaha Life Insurance Company \$25.00 05/09/2008 20207388

Company Tracking Number: KAREN HOWLAND

TOI: MS051 Individual Medicare Supplement - Sub-TOI: MS051.001 Plan A

Standard Plans

Product Name: Medicare Supplement Advertising - UC6526
Project Name/Number: Medicare Supplement Advertising/UC6526

## **Correspondence Summary**

#### **Dispositions**

Status Created By Created On Date Submitted

Filed Stephanie Fowler 06/12/2008 06/12/2008

**Objection Letters and Response Letters** 

**Objection Letters Response Letters Status Responded By Date Submitted Created By** Created On Date Submitted **Created On** Pending Stephanie Sally Hess 06/12/2008 05/28/2008 05/28/2008 06/12/2008 Fowler Industry Response

SERFF Tracking Number: MUTM-125642297 State: Arkansas 38953

Filing Company: United of Omaha Life Insurance Company State Tracking Number:

TOI: MS05I Individual Medicare Supplement -Sub-TOI: MS051.001 Plan A

Standard Plans

KAREN HOWLAND

Product Name: Medicare Supplement Advertising - UC6526 Project Name/Number: Medicare Supplement Advertising/UC6526

## **Disposition**

Company Tracking Number:

Disposition Date: 06/12/2008

Implementation Date:

Status: Filed Comment:

Rate data does NOT apply to filing.

Company Tracking Number: KAREN HOWLAND

TOI: MS051 Individual Medicare Supplement - Sub-TOI: MS051.001 Plan A

Standard Plans

Product Name: Medicare Supplement Advertising - UC6526

Project Name/Number: Medicare Supplement Advertising/UC6526

Item TypeItem NameItem StatusPublic AccessSupporting Document (revised)Memorandum of VariabilityFiledNoSupporting DocumentMemorandum of VariabilityNoFormPostcardFiledNo

Company Tracking Number: KAREN HOWLAND

TOI: MS051 Individual Medicare Supplement - Sub-TOI: MS051.001 Plan A

Standard Plans

Product Name: Medicare Supplement Advertising - UC6526

Project Name/Number: Medicare Supplement Advertising/UC6526

### **Objection Letter**

Objection Letter Status Pending Industry Response

Objection Letter Date 05/28/2008 Submitted Date 05/28/2008 Respond By Date 06/30/2008

Dear Mike Trebold,

This will acknowledge receipt of the captioned filing.

AR Code Ann. 23-79-109(a)(4) states, "all Medicare supplement rates shall be based on a composite age basis only, and shall not be based on any age banding or other groupings." With that being said, please remove the "Age" column, as it would not be appropriate.

Please feel free to contact me if you have questions.

Sincerely,

Stephanie Fowler

## Response Letter

Response Letter Status Submitted to State

Response Letter Date 06/12/2008 Submitted Date 06/12/2008

Dear Stephanie Fowler,

#### Comments:

#### Response 1

Comments: Please see the response to your objection below as well as a revised copy of the Memorandum of Variability.

NAIC #261-69868
FEIN #47-0322111
United of Omaha Life Insurance Company
Medicare Supplement Advertising
UC6526

Company Tracking Number: KAREN HOWLAND

TOI: MS051 Individual Medicare Supplement - Sub-TOI: MS051.001 Plan A

Standard Plans

Product Name: Medicare Supplement Advertising - UC6526
Project Name/Number: Medicare Supplement Advertising/UC6526

#### Dear Ms. Fowler:

Thank you for your review of the above-captioned form previously submitted to your Department on May 9, 2008. This letter is in response to your letter dated May 28, 2008.

You stated that pursuant to AR Code Ann. 23-79-109-(a)(4) states, "all Medicare supplement rates shall be based on a composite age basis only, and shall not be based on any age banding or other groupings." With that being said, please remove the "Age" column as it would not be appropriate. -- AR was inadvertently left off of the Memo of Variability (I've attached a revised version). We revised the Memo of Variability to explain that the rate chart is "overprinted" on to each piece. The "Age" column will be removed from the states that are not age rated.

Your further review and approval of this submission will be most appreciated. If I may be of additional assistance, please feel free to contact me.

Sincerely,

Mike Trebold
Product &Advertising Compliance Consultant
Regulatory Affairs

Phone: 402-351-2435 Fax: 402-351-5298

E-mail: advfilings@mutualofomaha.com

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#### **Changed Items:**

#### **Supporting Document Schedule Item Changes**

Satisfied -Name: Memorandum of Variability

Comment:

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

SERFF Tracking Number: MUTM-125642297 State: Arkansas

Filing Company: United of Omaha Life Insurance Company State Tracking Number: 38953

Company Tracking Number: KAREN HOWLAND

TOI: MS051 Individual Medicare Supplement - Sub-TOI: MS051.001 Plan A

Standard Plans

Product Name: Medicare Supplement Advertising - UC6526

Project Name/Number: Medicare Supplement Advertising/UC6526

Sincerely,

Karen Howland

Company Tracking Number: KAREN HOWLAND

TOI: MS051 Individual Medicare Supplement - Sub-TOI: MS051.001 Plan A

Standard Plans

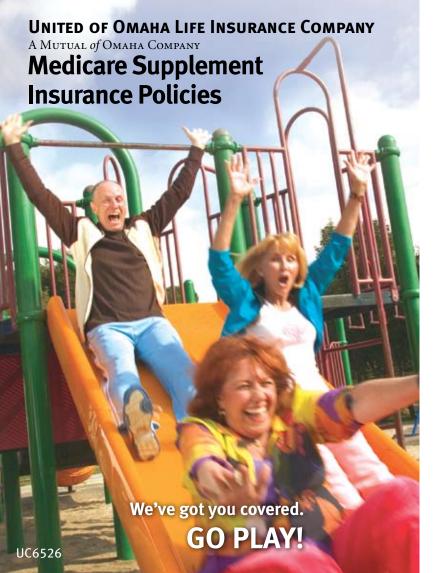
Product Name: Medicare Supplement Advertising - UC6526

Project Name/Number: Medicare Supplement Advertising/UC6526

### Form Schedule

Lead Form Number: UC6526

Review	Form	Form Type Form Name	Action	Action Specific	Readability	Attachment
Status	Number			Data		
Filed	UC6526	Advertising Postcard	Initial			UC6526.pdf



We offer you the friendly customer service, financial value and security you seek. So, you can relax and have some fun.

## **Compare and Save on Your United of Omaha Medicare Supplement Policy**

[State, ZIP Codes	Age	Monthly Premium* Plan [Name]	
or ZIP Codes Beginning With]	[Age]	[Rate]	
beginning with	[Age]	[Rate]	

<sup>\*[</sup>Appropriate state rate disclosure]

#### **Free Rate Quote**

For your no-obligation rate quote—including any discount — on a United of Omaha Medicare supplement insurance policy, contact your licensed insurance agent today!

## [Name] [Phone Number] [E-mail Address]



Medicare supplement insurance is underwritten by United of Omaha Life Insurance Company, Mutual of Omaha Plaza, Omaha, NE 68175. United of Omaha is licensed nationwide except in NY. Neither United of Omaha Life Insurance Company nor its Medicare supplement insurance policies are connected with or endorsed by the U.S. government or the federal Medicare program. Policy forms UM1, UM2, UM3, UM4, UM5 or state equivalent. These policies have exclusions, limitations and reductions. For cost and complete details of coverage contact your United of Omaha insurance agent. This is a solicitation of insurance and an insurance agent will contact you.



#### UNITED OF OMAHA LIFE INSURANCE COMPANY

A MUTUAL of OMAHA COMPANY Mutual of Omaha Plaza Omaha, NE 68175 mutualofomaha.com

## **Medicare Supplement Insurance**

Low rates *plus* superior service *equal a* great value *for you.* 

Turn over for details!

SERFF Tracking Number: MUTM-125642297 State: Arkansas

Filing Company: United of Omaha Life Insurance Company State Tracking Number: 38953

Company Tracking Number: KAREN HOWLAND

TOI: MS051 Individual Medicare Supplement - Sub-TOI: MS051.001 Plan A

Standard Plans

Product Name: Medicare Supplement Advertising - UC6526

Project Name/Number: Medicare Supplement Advertising/UC6526

#### **Rate Information**

Rate data does NOT apply to filing.

SERFF Tracking Number: MUTM-125642297 State: Arkansas

Filing Company: United of Omaha Life Insurance Company State Tracking Number: 38953

Company Tracking Number: KAREN HOWLAND

TOI: MS051 Individual Medicare Supplement - Sub-TOI: MS051.001 Plan A

Standard Plans

Product Name: Medicare Supplement Advertising - UC6526
Project Name/Number: Medicare Supplement Advertising/UC6526

## **Supporting Document Schedules**

**Review Status:** 

Satisfied -Name: Memorandum of Variability Filed 06/12/2008

Comments: Attachments:

UC6526 (MoV) (AR inquiry) - Annotated.pdf

UC6526 (MoV) - Clean.pdf

# VARIABLE MATERIAL FOR ADVERTISING FORM UC6526

The following information in the aforementioned advertisement is bracketed to denote variable material.

#### Section

#### **Rate Chart**

\* The rate chart is "overprinted" on to each piece. The "Age" column will be removed from the states that are not age rated.

#### **Explanation**

#### Header Row:

1. Input a plan approved in the state or Zip code chosen.

#### **Bottom Rows:**

- Column 1 Input ZIP code(s), state or area where ad approved.
- Column 2 Choose an age 65 or older\*
- 3. Columns 3 Input corresponding rate for the age, plan and state/or Zip code(s)

#### **State Rate Disclosure**

AR – Sample Base Rates; Rates are subject to change and vary by ZIP code. Lower rates may apply, if eligible.

**IL**, **MI**, **NV**, **OH**, **TN** - Sample Base Rates: Female rates (male rates may be higher); Nontobacco rates (tobacco rates may be higher); Rates are subject to change and vary by ZIP code. Lower rates may apply, if eligible.

**WV** - Sample Base Rates: Female rates (male rates may be higher); Nontobacco rates (tobacco rates may be higher); rates are subject to change. Lower rates may apply, if eligible.

**SC** - Sample Base Rates: Female rates (male rates may be higher); Preferred rates (standard rates may be higher); Rates are subject to change and vary by ZIP code. Lower rates may apply, if eligible.

\*The overprint section of this form is set up by the home office to assure that the correct and current rates are used.

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<sup>\*</sup>The overprint section of this form is set up by the home office to assure that the correct and current rates are used.

Company Tracking Number: KAREN HOWLAND

TOI: MS051 Individual Medicare Supplement - Sub-TOI: MS051.001 Plan A

Standard Plans

Product Name: Medicare Supplement Advertising - UC6526
Project Name/Number: Medicare Supplement Advertising/UC6526

## **Superseded Attachments**

Please note that all items on the following pages are items, which have been replaced by a newer version. The newest version is located with the appropriate schedule on previous pages. These items are in date order with most recent first.

Original Date:

Schedule

Document Name

Replaced Date

Attach

Document

No original date

Supporting Document

Memorandum of Variability

05/09/2008

UC6526

(MoV).pdf

# VARIABLE MATERIAL FOR ADVERTISING FORM UC6526

The following information in the aforementioned advertisement is bracketed to denote variable material.

#### Section

#### **Rate Chart**

#### **Explanation**

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- 2. Column 2 Choose an age 65 or older
- 3. Columns 3 Input corresponding rate for the age, plan and state/or Zip code(s)

#### **State Rate Disclosure**

MI, NV, OH, TN - Sample Base Rates: Female rates (male rates may be higher); Nontobacco rates (tobacco rates may be higher); Rates are subject to change and vary by ZIP code. Lower rates may apply, if eligible.

**WV** - Sample Base Rates: Female rates (male rates may be higher); Nontobacco rates (tobacco rates may be higher); rates are subject to change. Lower rates may apply, if eligible.

**SC** - Sample Base Rates: Female rates (male rates may be higher); Preferred rates (standard rates may be higher); Rates are subject to change and vary by ZIP code. Lower rates may apply, if eligible.